

FIG. 1

<div>18</div> Opportunities/Leads BV = 1	<div>20</div> Stage 1 SV = 10	<div>22</div> Stage 2 SV = 10	<div>24</div> Stage 3 SV = 10	<div>26</div> Stage 4 SV = 10	<div>28</div> Stage 5 SV = 10	(Total) Pipeline Stage Value
	Pipeline Stage Value	Pipeline Stage Value	Pipeline Stage Value	Pipeline Stage Value	Pipeline Stage Value	
Lead #1 (Company A)				40		40
Lead #2 (Company B)					50	50
Lead #3 (Company C)	10					10
Lead #4 (Company D)	10					10
Lead #5 (Company E)		20				20
Lead #6 (Company F)			30			30
Lead #7 (Company G)					50	50
Lead #8 (Company H)				40		40
Lead #9 (Company I)	10					10
Lead #10 (Company J)	10					10
(Total) Pipeline Stage Value	40	20	30	80	100	270

Pipeline Value

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FIG. 2

Opportunities/Leads BV = 1	Stage 1 SV = 10	Stage 2 SV = 10	Stage 3 SV = 10	Stage 4 SV = 10	Stage 5 SV = 10	(Total) Pipeline Stage Value
Lead #1 (Company A)				40		40
Lead #2 (Company B)			30			30
Lead #3 (Company C)	10					10
Lead #4 (Company D)		20				20
Lead #5 (Company E)		20				20
Lead #6 (Company F)			30			30
Lead #7 (Company G)	10					10
Value	20	40	60	40	0	160

Pipeline Value

FIG. 3

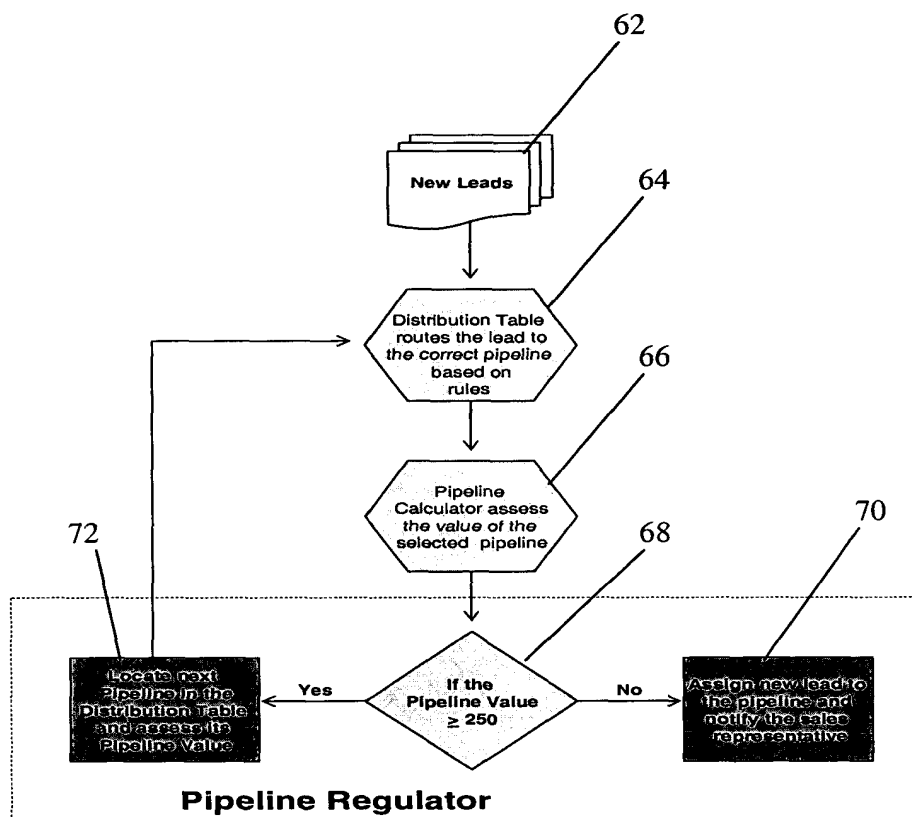


FIG. 5

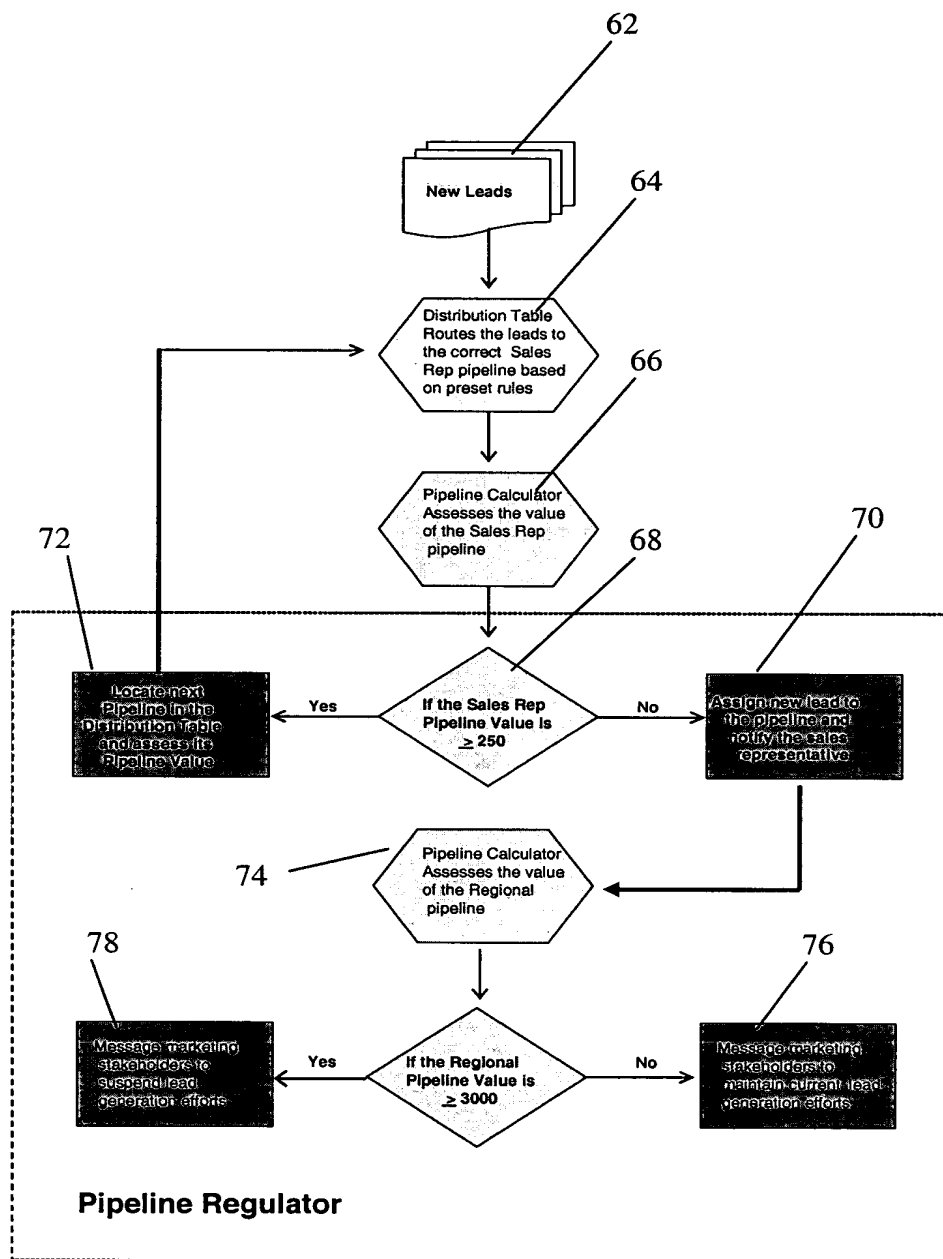


FIG. 6

80

PIPELINE CALCULATOR

Assign Calculator Name Western Region
84

Assign Lead Base Value 10
86

Number of Pipeline Stages 5
88

Apply Close Percentage No
90

Representatives & Pipelines

Chip Kiel
 Amy Dillon
 Allison Dimola
 Barry Weaver

Theresa Beck
 Debbie Tierse
 Bob Lou
 Doug Delisa

Bob Myers
 Joe Maranville
 Pam Tucker
 Paul Vidovich

Dave Olson
 Aron Blayton
 Mark Williams

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PIPELINE REGULATOR

94 Rule #1 If the "pipeline value" is ≥ 250 , then assign no new leads.

96 Rule #2 If the "pipeline value" is ≥ 250 , return to the lead distributor for next pipeline

98 Rule #3 If the "pipeline value" is ≤ 249 , then assign new leads.

100 Rule #4 If all "pipeline values" are ≥ 250 , assign new leads to the pipeline with smallest pipeline value.

102 Rule #5 Notify sales representative and management of all newly assign leads

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FIG. 7

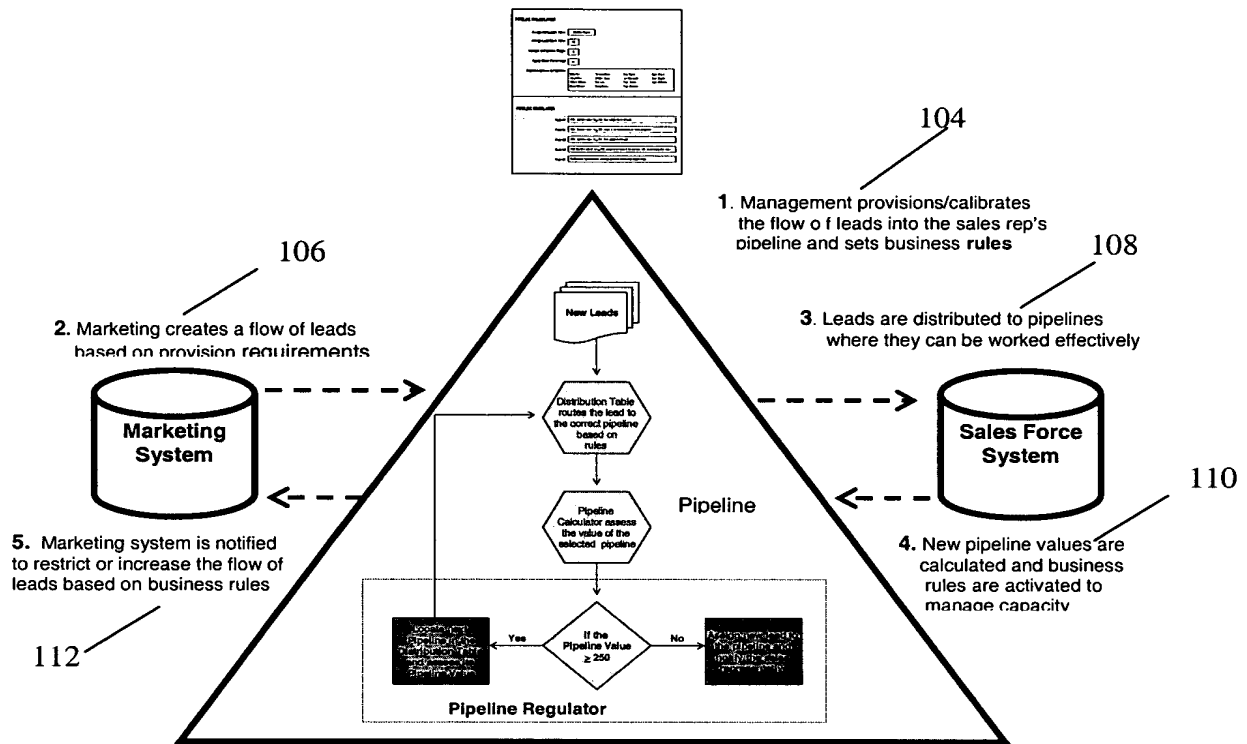


FIG. 8